

Note for Young, Tracy

**From:** Mertz, Laureen  
**Date:** Mon, Dec 18, 1995 9:02 AM  
**Subject:** FW: '96 DM female tmln  
**To:** Young, Tracy  
**File(s):** '96 DM female tmln

Tracy-

Keith has the correct cost per mile for Thunder. If you were to use the avg. from Gear, that would be \$.0287. It would lower the requirements slightly:

	\$.0235	\$.0287
Belt	468	383
Backpack	2210	1812
Duffle bag	3574	2927

Please let me know if there is anything I can do to help. Thanks.

Laureen

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**From:** Johnson, Keith on Wed, Dec 13, 1995 2:23 PM  
**Subject:** FW: '96 DM female tmln  
**To:** Mertz, Laureen; Young, Tracy  
**Cc:** Ferry, Denise; Whalen, Roy  
**File(s):** '96 DM female tmln

Hello,

I need to know what the mile requirements will be for the three leather products we are offering.

Should we use the same cost/mile as we did for the Unlimited Catalogue? (The average for the program is \$.0235)

If we did use this rate, we would be priced as follows:

	Item Cost	Miles using \$.0235
Belt	\$11	468
Backpack	\$52	2210
Duffle Bag	\$84	3574

These mile requirements seem a bit steep.

Tracy, Do we want to offer an item over 2000 miles in this mailing?

Should Steve be included in the pricing decision?

As you both know, I need this information to complete my forecast.

Lets discuss when Tracy is back in the office on Thursday.

thanks,  
 Keith

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**From:** Ferry, Denise on Wed, Dec 13, 1995 1:59 PM  
**Subject:** '96 DM female tmln  
**To:** Johnson, Keith; Young, Tracy  
**Cc:** Salzman, Michelle; Trojanowski, John; Whalen, Roy

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